

Ref: 8K/CHN/2017-18/E025

4th December 2017

The Deputy General Manager, Department of Corporate Services, Bombay Stock Exchange Ltd, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001.	The General Manager, Listing Department, National Stock Exchange Limited, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai 400 051
Scrip Code: 512161 - ISIN NO-INE650K01021	EQ- 8KMILES – ISIN NO- INE650K01021

Dear Sir/Madam,

Sub: Disclosure pursuant to Regulation 30 (as specified in Part A of Schedule III) of SEBI Listing Obligation and Disclosure Requirements, 2015

This is to inform you that the Company's management is participating in the **HDFC Securities INVESTOR FORUM on the Technology Sector** on 5th December 2017 (Tuesday) at Peninsula Business Park, Lower Parel (W), Mumbai.

The Forum will include group/solo meetings between the Company's Management and Institutional Investors.

The attached Investor presentation will be presented and discussed at the Forum.

This is for the information of the Stock Exchange and the members of the company.

Thanking you,

Yours Truly,

For 8K Miles Software Services Limited



Jayashree Jagannathan
Company Secretary & Compliance Officer



8K Miles

Corporate Overview

Dec 2017

Active Ingredients

- Introduction
- Overview of Growth
- Why 8K Miles?
- Financial Summary

8K Miles, founded in 2008, is a Global Leader in Enterprise Cloud Transformations helping Clients adapt **Multi Cloud Strategy**.



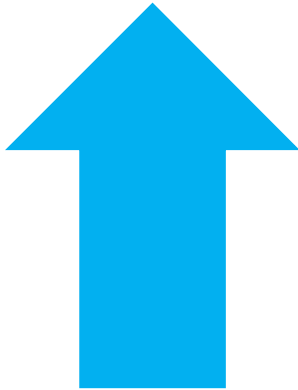
Our Rapid Growth is fueled by numerous success stories in the Highly Regulated Industries with emphasis on Security, Compliance & Automation.

8K Miles In the News



FY 18 Q2 - Financial Highlights

Gross Revenue Rs. 211 CR
Up 73% YoY and 8% QoQ



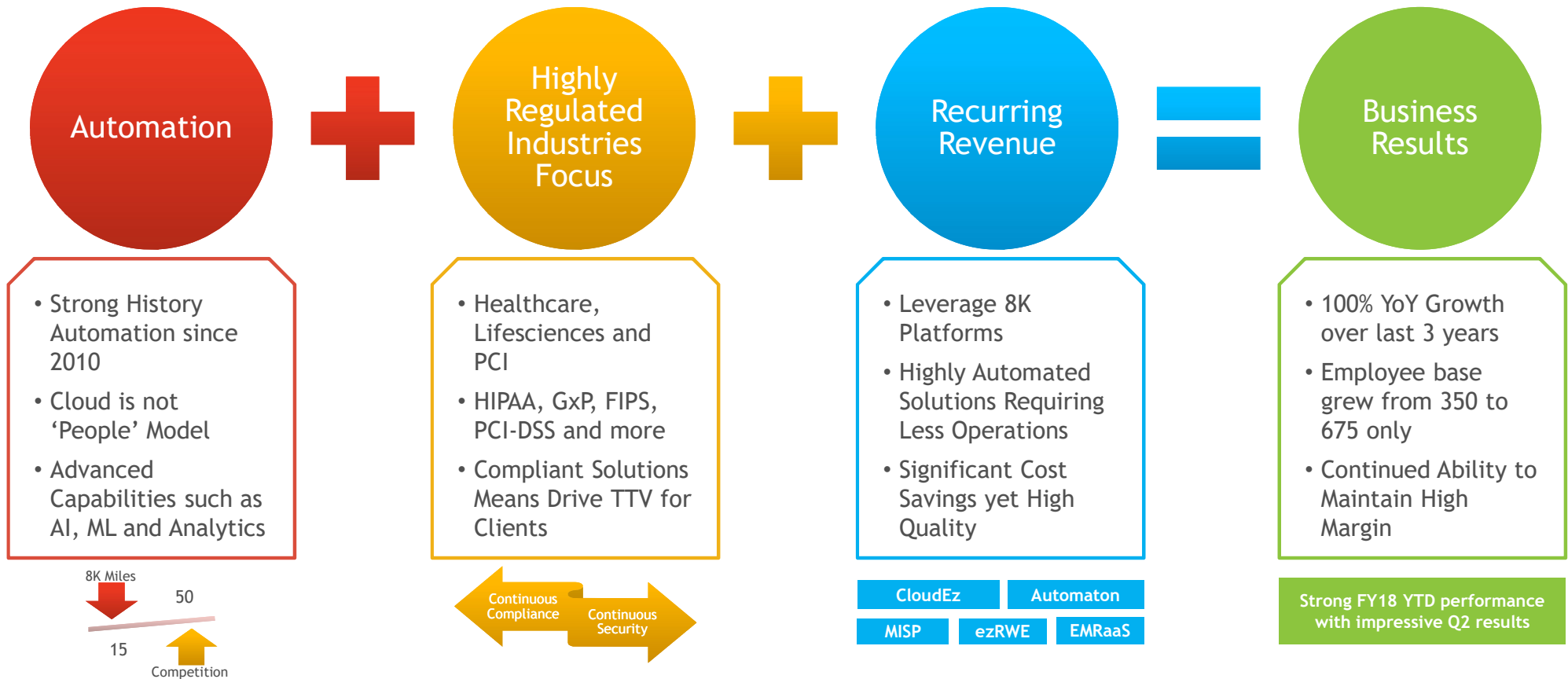
EBITDA Rs. 71 CR
Up 66% YoY and 10% QoQ



Post MI Net Profits Rs. 41 CR
Up 74% YoY and 8% QoQ



Driving Success



Driving Growth



Grow with Clients

- Maintain Client Cloud Budget % Levels towards 8K
- As a Trusted Advisor of Multi-Cloud Transformation and Automation, Organically Grow 10-15 Accounts to Generate >50% Revenue
- Drive Recurring Revenue



EMR as a Service

- Partner with Meditech & AWS
- Target Small and Medium-sized Healthcare Providers
- Satisfy unmet customer demand
- Establish a more “sticky” client relationship
- Drive Recurring Revenue



Expand Globally

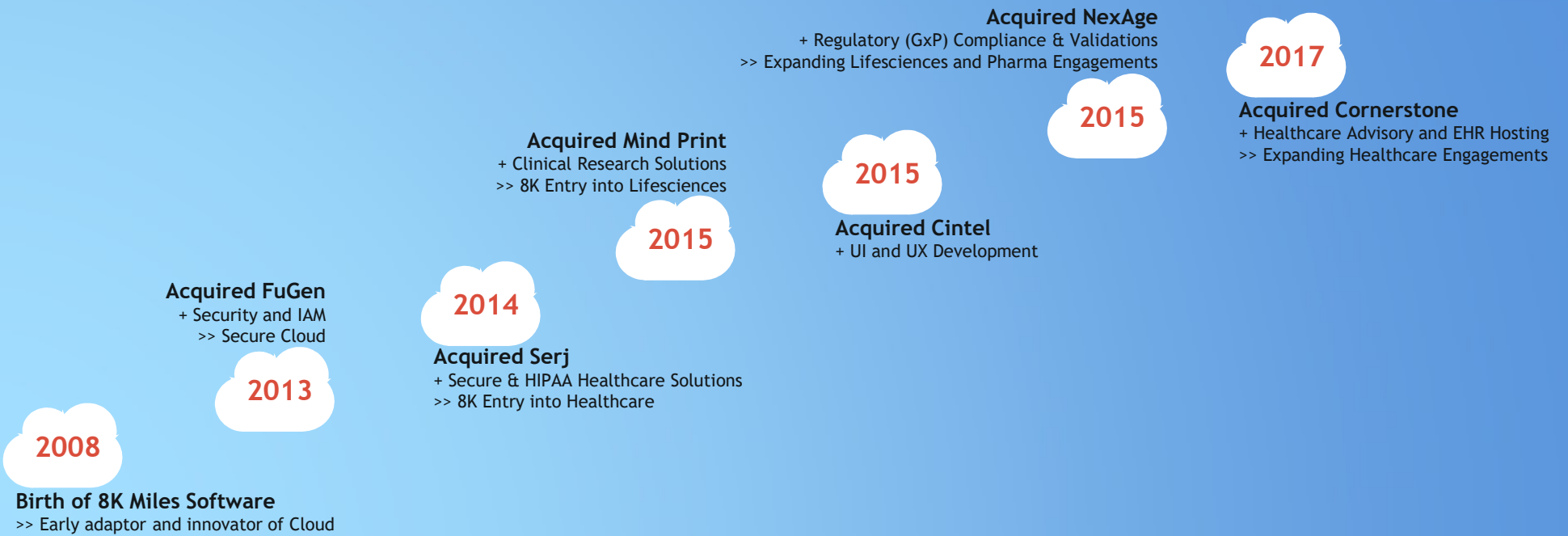
- Europe - Already acquired multiple clients and looking to establish Sales and Operations
- Expand in Japan and other APAC Markets



M&As

- M&As are done to acquire technology, domain expertise or cross-sell/up-sell Cloud and Big Data solutions

Our M&A Journey












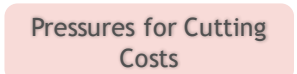




Why 8K Miles?

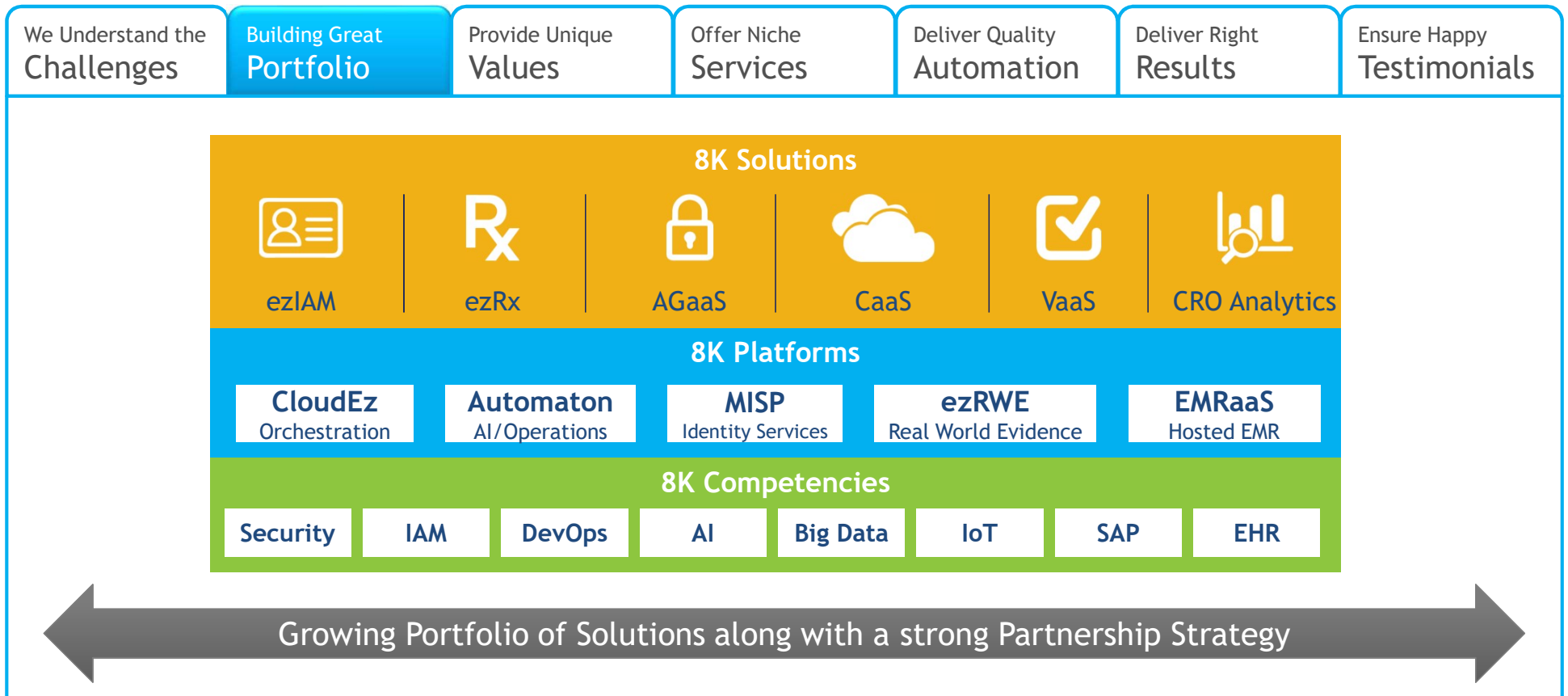
Values We Deliver = Challenges You Overcome

Why Customers Choose Us...

We Understand the Challenges	Building Great Portfolio	Provide Unique Values	Offer Niche Services	Deliver Quality Automation	Deliver Right Results	Ensure Happy Testimonials
<ul style="list-style-type: none">• Ever Changing Technology• Ever Challenging Security and Compliances• Less Resources means more Automation• High expectations on End User Experience				   	  	    

“How do I Migrate to Cloud?” is not the challenge for Customers. Unknowns of life after migration are. 8K Miles understands this and has battle-proven experiences.

Why Customers Choose Us...



Why Customers Choose Us...

We Understand the Challenges

Building Great Portfolio

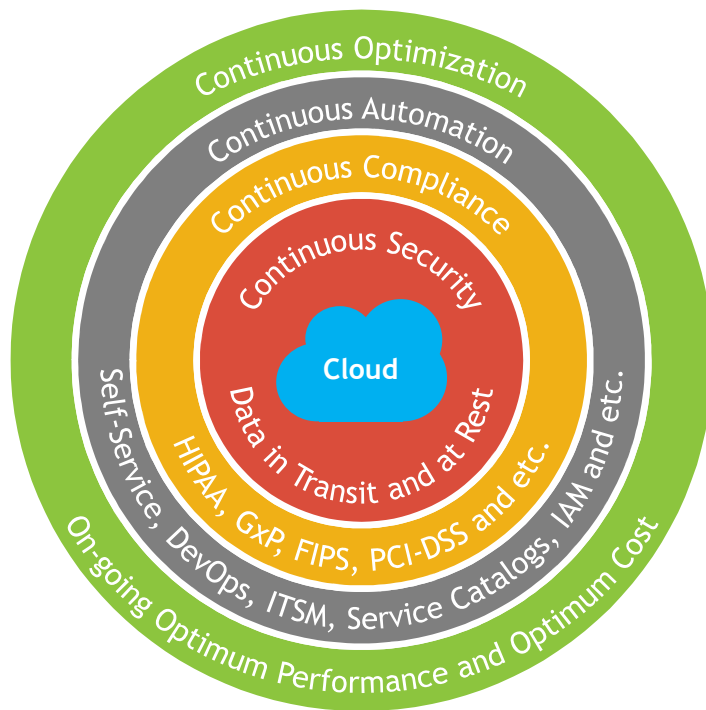
Provide Unique Values

Offer Niche Services

Deliver Quality Automation

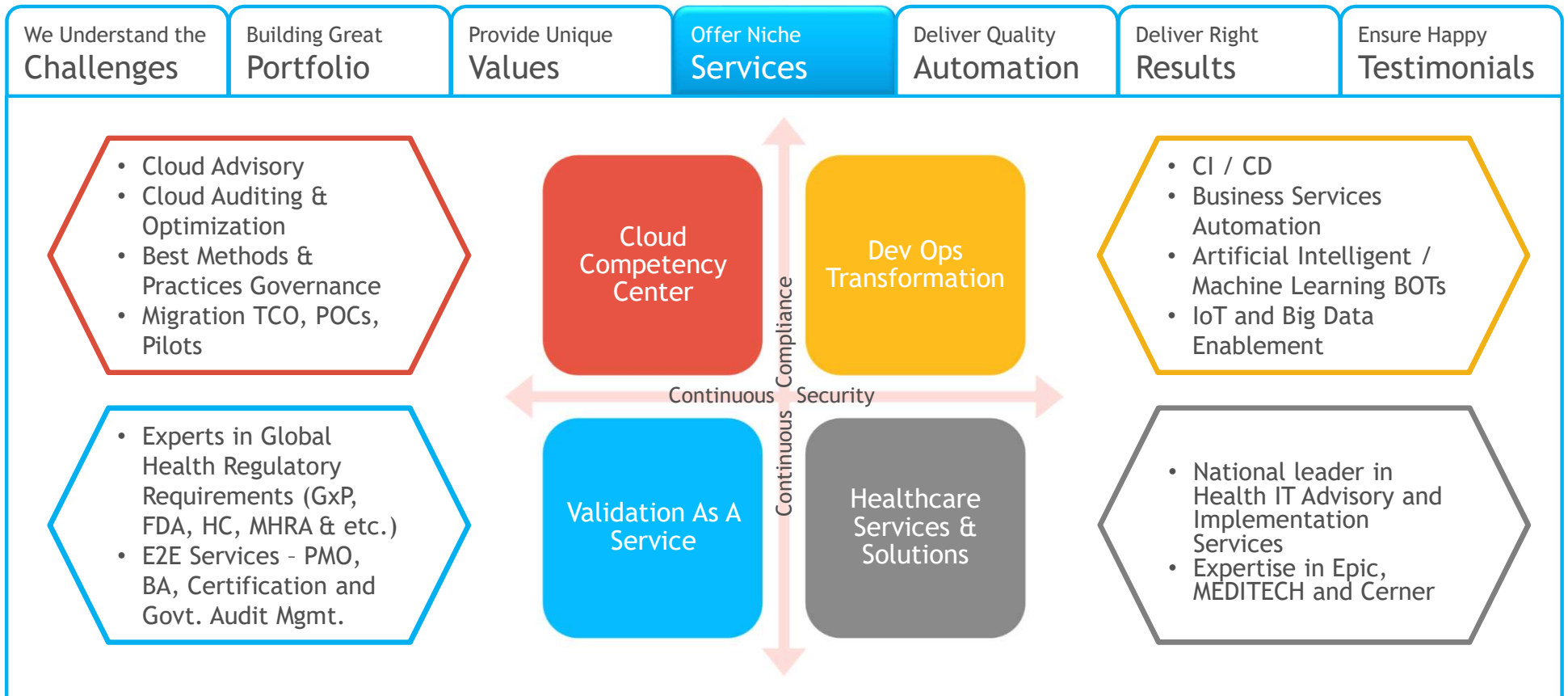
Deliver Right Results

Ensure Happy Testimonials



- Cloud Native, Born-on-the-cloud company
- SAML 2.0 Contributor
- First to Market Cloud-SaaS IdM Onboarding
- Multiple Patents
- R&D-level Partnerships with AWS, Google & Oracle
- Early DevOps Accelerators
- Proven Success Stories
 - 470+ Engagements
 - 120+ ISV Migrations
 - 650+ SaaS Apps Integrations
- Battle Tested at Highly Regulated Industries

Why Customers Choose Us...



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Deliver Right Results

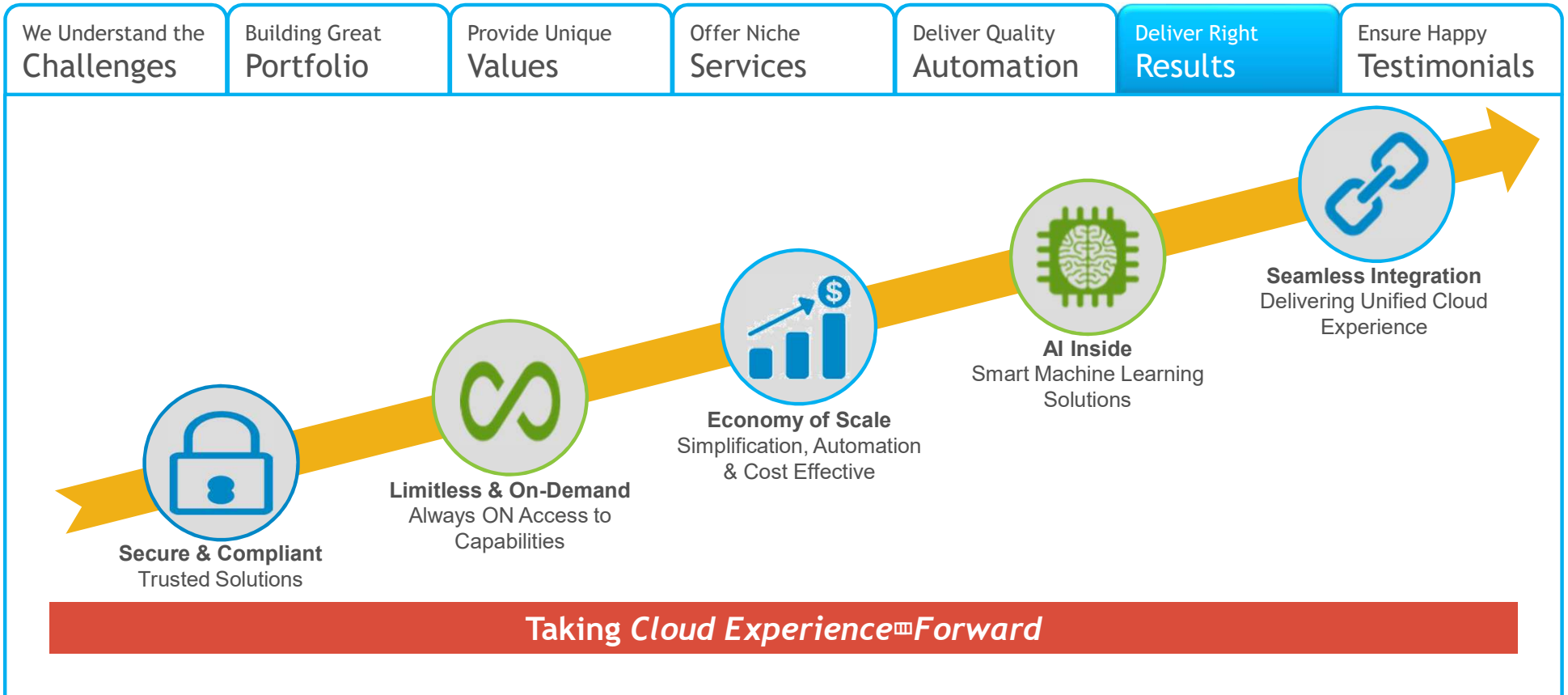
Ensure Happy Testimonials

- **Highly Skilled & Experienced Premium Workforce**
 - Serve as a Cloud Competency Center
 - Offer and Enforce Best Methods & Procedures
- **Cloud-Native Delivery Processes and Methodologies**
 - DevOps
 - CI/CD (Continuous Integration/Continuous Delivery)
 - ITSM & ITOM
- **Automation, Automation and Some More Automation**
 - Monitoring, Operations, Impl. & Testing Automation
 - Need Less Resources & Take Less Time
 - Repeatable & Reliable

Our ability to provide Automation of Cloud including AI/ML capabilities, built-in Security and Compliance delivers value simultaneously to both IT and Business.

This makes us *'Niche'* Vendors

Why Customers Choose Us...



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Ensure Happy Testimonials

"The need for Healthcare reform drives major technology opportunities like NextGen Sequencing, RWE Data Strategies, Research Platforms, IoT, Big Data and etc. for AWS and its partners..

8K Miles stepped-up to the plate and have developed competencies and has really proven themselves in Healthcare Lifesciences.

We are very bullish on our relationship with 8K... We love 8K's focus, love their expertise and they are delivering results.."



Mark Johnston
Director of Global Business
Development,
Healthcare Lifesciences Vertical
AWS

Why Customers Choose Us...

We Understand the
Challenges

Building Great
Portfolio

Provide Unique
Values

Offer Niche
Services

Deliver Quality
Automation

Deliver Right
Results

Ensure Happy
Testimonials



Philippe Poutonnet,
Global Product Marketing Lead,
AI & Machine Learning,
Google Cloud

“8KMiles has been a reliable partner to our Product Management team in our successful new product launches.”

Why Customers Choose Us...

We Understand the Challenges

Building Great Portfolio

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"Trimble is a global leader with its solutions transforming the way world works, it's critical that we have robust Cloud adoption strategy to stay ahead in the latest technology. We started our journey to migrate our critical applications to the cloud and also looked at cloud based delivery models for newer applications.

We could tell from the beginning that 8K Miles would be a great partner. 8K Miles has a proven history and experience with AWS, Cloud Security and DevOps. As a result, 8K Miles is enabling our Cloud journey by helping us deliver applications with 24x7 availability, security and customer satisfaction"



- Clay Parker, Security Operations Director @ Trimble

Why Customers Choose Us...

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Building Great Portfolio

Provide Unique Values

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Ensure Happy Testimonials

"At -----, we are applying our expertise in science and innovation to society's biggest health challenges and providing solutions that address the evolving needs of patients worldwide. Cloud is an integral part of our strategy to drive innovation and deliver new drugs to the market sooner and more cost effectively.

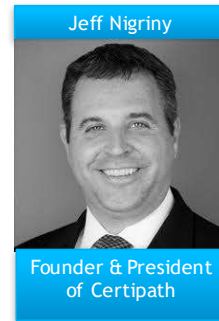
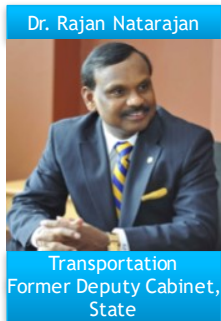
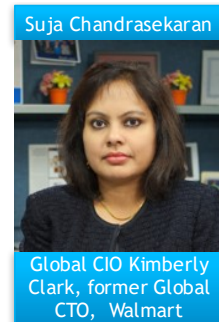
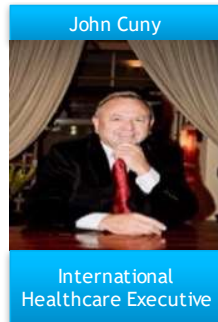
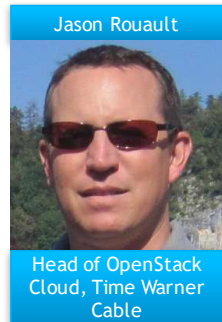
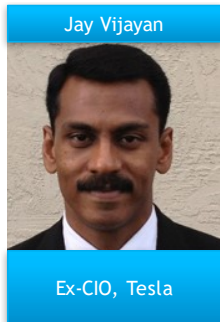
8KMiles has that unique blend of skills specifically for Pharmaceutical/Life Sciences organizations. Since day one they fully understood our mission and brought the team, the skills and the enthusiasm to make our vision a reality. Their DevOps methodology and Continuous Integration and Continuous Automation approach is allowing us to deliver innovative Cloud services to business users at record rates.

I wish 8K Miles good luck!"

- Global CIO of a Tier-0 Pharma Company

8K Strategic Advisory Board

With the help, support & direction from these industry veterans, to scale our growth



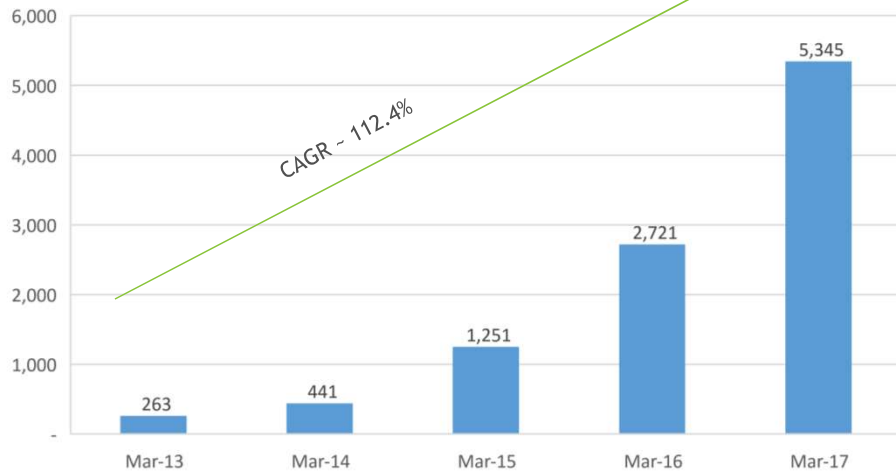
- Strategic Directions and Goals
- Advise on Technology, Offerings and M&A
- Scale to Enterprise Level
- Customer References



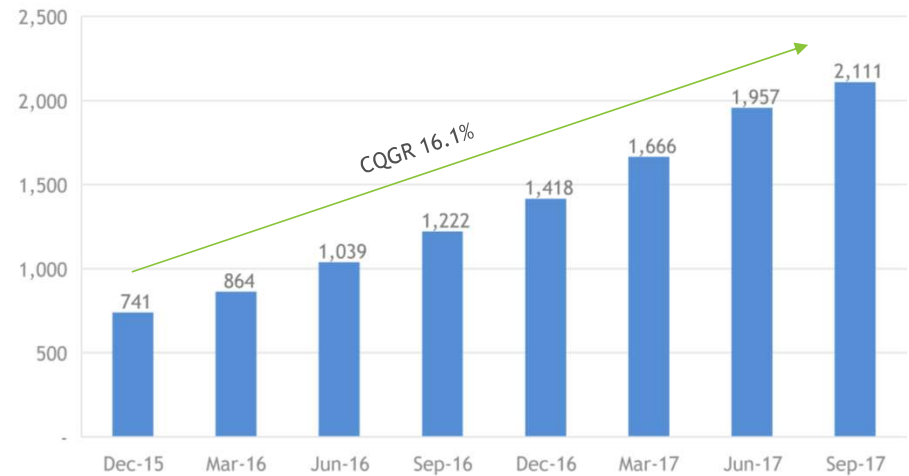
Financial Outlook

An overview of growth

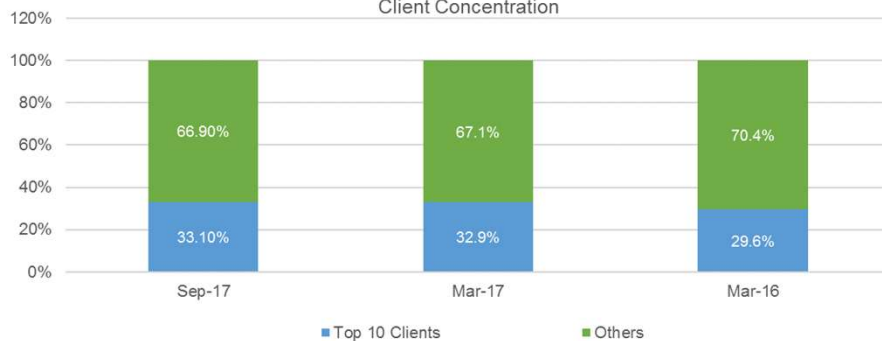
Annual Revenue



Quarterly Revenue



Client Concentration



Number of clients by size of account

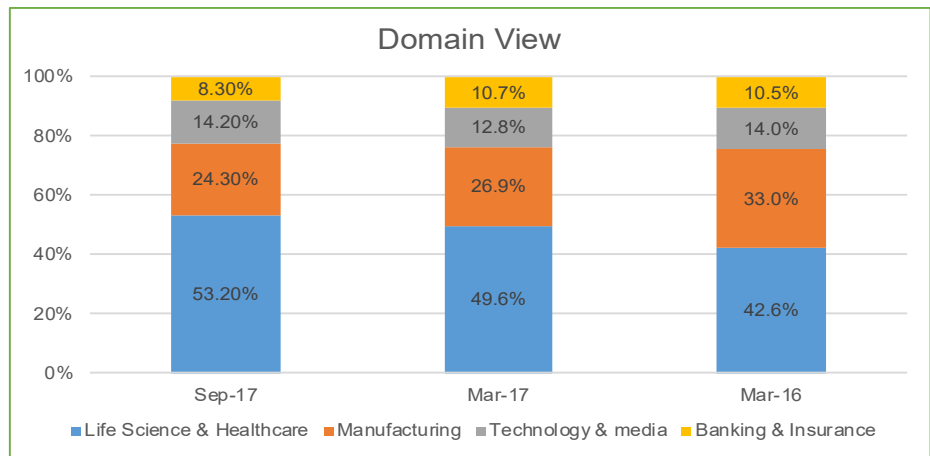
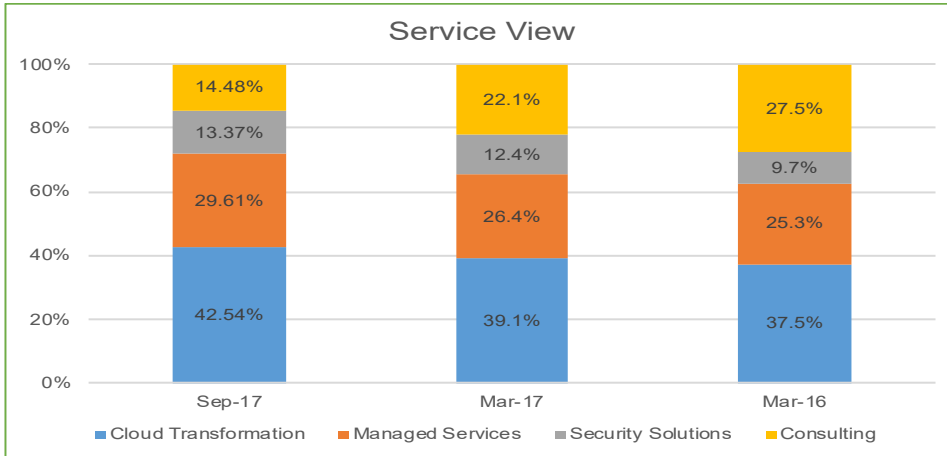
	> \$1 million	> \$2 million	> \$3 million	> \$5 million
Sep-17	15	4	2	1
Mar-17	13	4	2	1
Mar-16	8	-	-	-
Mar-15	3	-	-	-

Revenue (HYE 18) - Healthcare and cloud focus strengthens growth

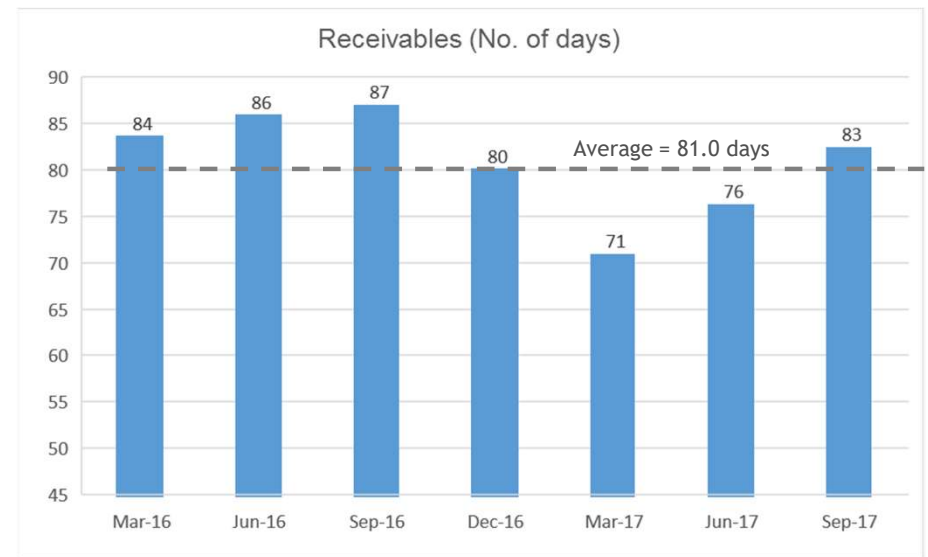
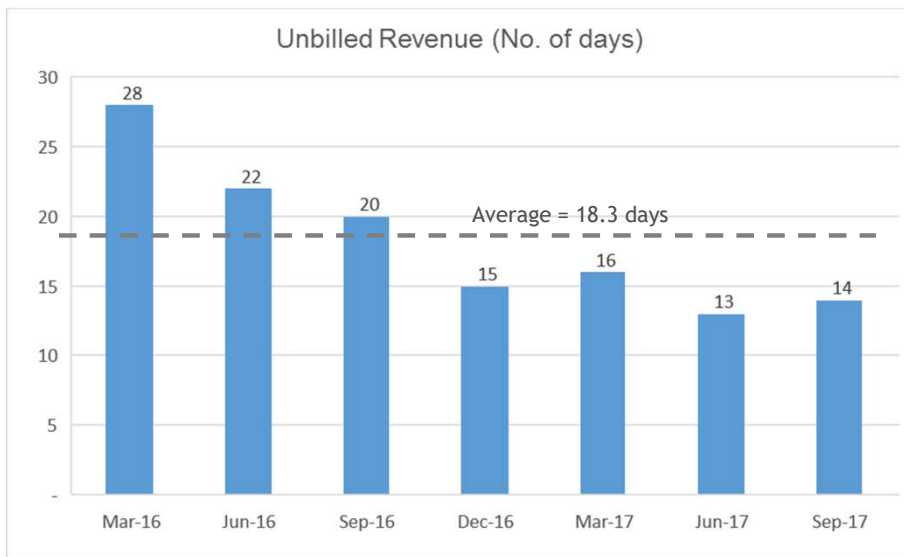
Service View - Growth

Domain View - Growth

Currency: INR (In millions)	Service View - Growth			Domain View - Growth			
	HYE (Sep-17)	Mar-17	Mar-16	HYE Sep-17	Mar-17	Mar-16	
Cloud Transformation	1,731	2,089	1,018	Life Science & Healthcare	2,165	2,650	1,156
Managed Services	1,205	1,411	688	Manufacturing	989	1,438	896
Security Solutions	544	663	264	Technology & media	578	684	380
Consulting	589	1,181	747	Banking & Insurance	337	572	284
	4,069	5,344	2,716	Total	4,069	5,344	2,716

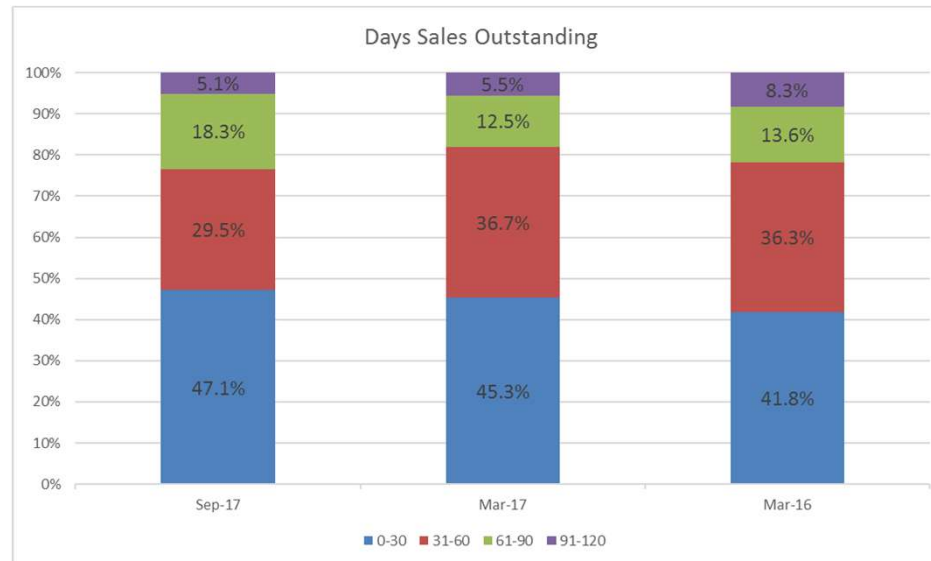


Trend of Receivables and Unbilled Revenue - QoQ HYE FY18



Trade Receivables

- Aging of receivables: We do not capture any invoice under 'Not Due' category. An invoice starts to age from the date it is raised and does not wait for aging to start from time it becomes due for payment in 30/ 45 days
- As per our accounting policy for AR, comparison of aging is as follows:



Cash Generated and Utilization

All figures in INR million	Sep-17	Mar-17	Mar-16	Mar-15
Operations				
Operating Profit after tax	1,046.41	1,472.30	736.70	326.6
WC (includes DTA and L&A)	425.46	558.50	476.40	219.0
Cash generated from Operations	620.95	913.90	260.40	107.5
Investments				
Tangible assets	75.06	79.50	91.30	24.8
Product/ IP	471.68	422.90	332.80	151.2
Total investment in business	546.74	502.40	424.20	176.0
Acquisitions				
Acquisition cost (non-stock component)	14.30	-	165.70	159.40
Advance towards acquisition	-	249.20		
Free Cash Flow before financing activity	59.91	162.30	(329.50)	(227.90)
Financing activities	242.71			
Free Cash Flow	302.62			
Opening Cash Balance	907.37			
Closing cash position	1,209.99			

Consolidated P&L Statement HYE FY18

Particulars	3 Months ended			Year To Date		Year ended
	30-Sep-17	30-Jun-17	30-Sep-16	30-Sep-17	30-Sep-16	31 March 17
	Un-audited	Un-audited	Un-audited	Un-audited	Un-audited	Audited
Revenue from Operations	21,062.33	19,542.12	12,218.25	40,604.45	22,605.00	53,437.71
Other Income	49.80	35.89	3.52	85.69	6.24	15.03
Total Income	21,112.13	19,578.01	12,221.77	40,690.14	22,611.24	53,452.74
Expenses						
Employee benefits and other direct costs	10,242.91	9,455.97	6,315.85	19,698.88	11,476.17	27,096.94
Other expenses	3,813.60	3,724.44	1,662.79	7,538.04	3,214.23	7,721.64
Depreciation & Amortization	707.45	570.34	453.74	1,277.79	1,011.75	1,968.88
Finance costs	177.39	125.18	9.41	302.57	17.31	194.13
Total expenses	14,941.35	13,875.93	8,441.79	28,817.28	15,719.46	36,981.59
Profit/(loss) before Tax	6,170.78	5,702.08	3,779.98	11,872.86	6,891.78	16,471.15
Tax expenses	1,399.69	1,286.89	913.10	2,686.58	1,609.54	3,910.82
Profit/(loss) after Tax	4,771.09	4,415.19	2,866.88	9,186.28	5,282.24	12,560.33
Minority Interest	662.75	605.96	504.19	1,268.71	986.81	2,145.78
Profit attributable to shareholders	4,108.34	3,809.23	2,362.69	7,917.57	4,295.43	10,414.55
Number of Equity Shares	30,517,605	30,517,605	11,444,102	30,517,605	11,444,102	30,517,605
Earnings Per Share (EPS) - Basic & Diluted	13.46	12.48	20.65	25.94	37.53	34.13

Figures in INR Lakhs except Number of Equity Shares and EPS

Consolidated Statement of Assets & Liabilities HYE FY18

(Amount in INR in Lakhs)

Particulars	Consolidated	
	Un-audited As at 30th September 2017	Audited As at 31st March 2017
I EQUITY AND LIABILITIES		
1 SHAREHOLDERS' FUNDS		
(a) Share capital	1,525.88	1,525.88
(b) Reserves and Surplus	40,297.81	32,386.69
<i>Sub Total - Share holders' Funds</i>	41,823.69	33,912.57
2 Minority Interest	9,446.02	8,177.31
3 NON-CURRENT LIABILITIES		
(a) Long Term Borrowings	4,372.37	2,015.32
(b) Deferred Tax Liability	-	-
(c) Other long term liabilities	69.97	-
(d) Long Term Provision	-	-
<i>Sub Total - Non Current Liabilities</i>	4,442.34	2,015.32
4 CURRENT LIABILITIES		
(a) Short Term Borrowings	1,223.81	730.36
(b) Trade Payables	1,872.68	672.13
(c) Other Current Liabilities	2,327.87	1,805.44
(d) Short Term Provisions	2,183.86	2,149.82
<i>Sub Total - Current Liabilities</i>	7,608.22	5,357.75
TOTAL EQUITY and LIABILITIES	63,320.27	49,462.95
II ASSETS		
1 NON-CURRENT ASSETS		
(a) Fixed Assets		
(i) Tangible Assets	2,029.12	1,496.93
(ii) Intangible Assets	19,661.15	15,545.58
(iii) Product under development	2,409.78	2,072.24
	24,100.05	19,114.75
(b) Non-Current Investments	-	-
(c) Deferred Tax Assets	235.33	2.29
(d) Long Term Loans and Advances	188.25	203.10
(e) Other Non-Current Assets	-	633.73
<i>Sub Total - Non Current Assets</i>	423.58	839.12
2 CURRENT ASSETS		
(a) Current Investments	-	-
(b) Inventories	-	-
(c) Trade Receivables	19,366.19	13,150.21
(d) Cash and Cash Equivalents	12,099.92	9,073.66
(e) Short Term Loans and Advances	-	-
(f) Other Current Assets	7,330.53	7,285.21
<i>Sub Total - Current Assets</i>	38,796.64	29,509.08
TOTAL ASSETS	63,320.27	49,462.95

Strictly Private and Confidential



Thank You

Taking Cloud Experience Forward